



NY

Inter Office Memo

TO: Region Operation Units

FROM: L. S. Schreiber

FOR: RJR WAM Account Managers

SUBJECT: Forsyth "Signature" Accrual Fund

DATE: October 27, 1995

Each Distributor in WAM, as you know, is receiving .60¢/carton on purchases of "Signature," credited to his accrual fund, for usage in funding promotions and/or customized point-of-sale.

Some WAM Distributors may want to "deficit" spend against their accrual fund... while this is permitted, it must be with your approval/recommendation.

As a rule of thumb, the "limitation" of deficit spending should be... *the equivalent of 60 days of purchases should cover any planned deficit spending.* It is risky to go beyond a level of deficit spending which two month's of future purchases couldn't cover.

Please be guided by this in your planning and spending activities with WAM.

Customer Services Department is preparing "statements" information for status of each Customer Accrual Fund which you will be receiving in the weeks ahead.

Attachment

cc: J. S. Farmer, III
Region Managers

	Sales		Retail
1221	_____	1222	_____
1222	_____	1223	_____
1223	_____	1226	_____
1224	_____	1229	_____
1225	_____	ROM	
1226	_____	PC	SC
1229	_____	MC	PA
1240	L.W.		
1244	_____	RSM	RBM

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WAM DISTRIBUTORS / RJR ACCOUNT MANAGERS

Distributor	SIS No.	Sales Area	Region Manager	Account Manager	Div. No.	Reg. No.
Minter Weisman - Minneapolis, MN	428880	6000	T. Renehan	G. Palmer	6344	6300
MarMax - Rockland, IL	632644	6000	S. Karambelas	P. Stromgren	6241	6200
MarMax (Gordons) Des Moines	632646	6000	S. Karambelas	K. Claxton	6241	6200
SouthCo Dist. - Goldsboro, NC	605460	2000	G. Young	J. Sanders	2934	2900
City Wholesale - Birmingham, AL	112440	2000	B. Rissler	J. Wass	N/A	2200
Charles M. Sledd - Wheeling, WV	594120	1000	P. Schmidt	T. Varde	1740	1700
Pine State Tobacco - Augusta, ME	503160	1000	R. Kane	E. Venooker	1122	1100
Hagmans Corp. - Topeka, KS	256820	6000	D. Garrison	D. Brendel	6647	6600
Hagmans - Lenexa, KS (F. S. Edwards)	257160	6000	D. Garrison	D. Brendel	6647	6600
Hagmans - Wichita, KS	259335	6000	D. Garrison	S. Bremer	6645	6600
Hagmans - Hays, KS	366586	6000	D. Garrison	S. Bremer	6645	6600
Hagmans Corp. - Pittsburgh, KS	256920	6000	D. Garrison	D. Brendel	6647	6600
Hagmans, Inc. - Springfield, MO	257100	6000	D. Garrison	L. Powell	6647	6600
Hagmans, Inc. - Stillwater, OK	659795	6000	D. Garrison	S. Uribe	6645	6600
City Sales, Inc. - Highland, IN	958358	6000	S. Karambelas	S. Pagane	6200	6200
Cooper-Booth - Lancaster, PA	130560	1000	P. Schmidt	C. Moser	1742	1700
Axton Candy & Tob. - Louisville, KY	029160	1000	L. Poole	D. Murley	1842	1800
A. E. Wease Dist. - De Soto, MO	680400	6000	C. Van H. Dern	N. Peterson	6940	6900
Gem State - Pocatello, ID	762670	5000	G. Haisch	D. Stewart	5641	5600
Gem State - Albuquerque, NM	477320	6000	D. Garrison	M. Moore	6644	6600
Cash WA Dist. - Kearney, NE	034222	6000	D. Garrison	S. Meyers	6641	6600
Mountain Service - S. Fallsburg, NY	442680	1000	R. Farmer	R. Tanchyk	1642	1600
Peter Dennis - Phillipsburg, NJ	153480	1000	M. Young	L. Wolfe	1240	1200
Gummer Wholesale - Heath, OH	251350	1000	L. Poole	N. McCleary	1844	1800

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